

J. N. Harman James W. Harman H. Claude Pobst  
**HARMAN & POBST**  
 LAWYERS  
 TAZEWELL, VIRGINIA  
 Office—Harrison & Gillespie Building.  
 W. J. Henson T. C. Bowen  
**HENSON & BOWEN,**  
 Attorneys-at-Law,  
 TAZEWELL, VIRGINIA.  
 Will practice in the courts of Tazewell and adjoining counties.

**J. H. SMITH, M. D., D. D. S.**  
 DENTAL SURGEON,  
 Richlands, Virginia.

**FORK UNION**  
**Military Academy**

FORK UNION, FLUVANNA COUNTY, VA.  
 Dr. Wm. E. Hatcher, President.

High Grade Preparatory School.  
 Fine battalion of cadets commanded by an army officer. Faculty strong, zealous and up-to-date. Healthy location in Central Virginia. Terms moderate. For catalogue and information, address

E. S. LIGON, Headmaster,  
 Fork Union, Virginia.

**VIRGINIA :: POLYTECHNIC :: INSTITUTE**  
 BLACKSBURG, VIRGINIA.

Degree courses in Agriculture, Horticulture, Applied Chemistry, Applied Geology, Civil, Mining, Mechanical and Electrical Engineering, Metallurgy and Metallography. Sixty-four instructors. Thoroughly Equipped Shops, Laboratories and Barns. Steam heating and electric lights in dormitories. Library 12,000 volumes. Farm of 1,100 acres.

**SCHOOL OF AGRICULTURAL APPRENTICES**  
 (One Year Course for Young Farmers)

Total cost of session of nine months, including tuition and other fees, board, washing, uniforms, medical attendance, etc., \$238.85. Cost to Virginia students, \$238.85.

The next session opens Wednesday, September 26th, 1911.  
 PAUL B. BARRINGER, M. D., L. L. D. President.

Write for catalogue.

## When a Watch Runs Slow

It should be examined without delay, as the cause is frequently a broken jewel, or it needs oil, which in time cuts the pivots entirely off. I make no charge for examination and will do the necessary repairing at the lowest possible price for GOOD WORK. TRY US.

Engraving a specialty.  
**J. W. WHITLEY**  
 North Tazewell, - Virginia.

**N & W** Norfolk & Western

Schedule in Effect June 11, 1911.

Leave Tazewell Daily for Bluefield 10:30 a. m. 6:39 p. m.  
 For Norton 9:45 a. m. 3:00 p. m.

**LEAVE BLUEFIELD, EAST BOUND.**  
 9:15 a. m. for Roanoke, Lynchburg, Norfolk and points on Shenandoah Division. Pullman sleeper to Norfolk. Cafe car to Roanoke. Pullman sleeper Roanoke to New York via Hagerstown. Dining car. Parlor car Roanoke and Richmond. 7:20 a. m. daily for East Radford, Roanoke and Norfolk. Pullman Parlor car Roanoke and Richmond.  
 2:30 p. m. daily for Roanoke, Lynchburg and intermediate stations and the Shenandoah Valley. Pullman sleeper Gary New York via Hagerstown. Cafe car.  
 9:23 p. m. for Roanoke, Lynchburg, Richmond, Norfolk. Pullman sleeper to Norfolk. Roanoke to Richmond cafe car.

**WEST BOUND.**  
 6:15 a. m. for Isager and 11:30 a. m. for Williamsport.  
 8:10 a. m. for Welch, Williamson, Kenova, Portsmouth, Columbus and points West. Pullman sleeper to Columbus. Cafe dining cars.  
 2:55 p. m. for Gary and intermediate stations. Pullman sleeper. Cafe car.  
 8:30 p. m. for Welch, Williamson, Kenova, Portsmouth, Cincinnati, Columbus St. Louis and the West. Pullman sleeper to Cincinnati and Columbus. Cafe car.  
 For additional information, apply at ticket office or to  
 W. B. BEVILL, M. F. BRAGG,  
 Gen. Pass. Agt. Tra. Pass. Agt.  
 Roanoke, Va.

## Electric Bitters

Succeed when everything else fails. In nervous prostration and female weaknesses they are the supreme remedy, as thousands have testified. **FOR KIDNEY, LIVER AND STOMACH TROUBLE** it is the best medicine ever sold over a druggist's counter.

## Flying Machines

A few years ago flying machines were hardly thought of, nor was **Scott's Emulsion** in summer. Now Scott's Emulsion is as much a summer as a winter remedy. Science did it. All Druggists.

### AN ALL-AMERICAN FERTILIZER.

The field force of the United States Geological Survey is prosecuting searches for deposits of minerals which shall furnish the three necessary elements of plant food that are contained in "complete fertilizer," namely, phosphate rock, nitrate salts, and potash salts. The Survey has already discovered and surveyed enormous deposits of phosphate rock, and 2,398,590 acres of public land containing phosphate, withdrawn at the recommendation of the Geological Survey, are now waiting legislation by Congress to enable their development. In order, however, to insure an "all-American" fertilizer, regardless of importations from other countries, it remains to discover deposits of nitrate of soda and potash salts. As both of these minerals are readily soluble and are not to be found as "outcrops" like ordinary rocks, the mission of the Survey is not an easy one. Nevertheless, it is believed that the geologic conditions prevailing throughout a large portion of the arid West favored the accumulation, during the earlier periods of the earth's history, of both of these salts and that if these still exist in concentrated deposits it is only a question of search to discover them. Hardly anything could be suggested which would be of greater assistance to the American farmer than the discovery of commercial deposits of either of these necessary fertilizing minerals.

### Forced to Leave Home.

Every year a large number of poor sufferers, whose lungs are sore and racked with coughs, are urged to go to another climate. But this is costly and not always sure. There's a better way. Let Dr. King's New Discovery cure you at home. "It cured me of lung trouble," writes W. R. Nelson, of Calamine, Ark., "when all else failed and I gained 47 pounds in weight. Its surely the king of all cough and lung cures." Thousands owe their lives and health to it. It's positively guaranteed for colds, coughs, la grippe, asthma, croup, all throat and lung troubles. 50c and \$1. Trial bottle free at all dealers.

Some people never hand in an item of news for publication, but if we happen to miss an item in which they are interested they are sure to hand us a north pole star that would freeze the liver of a polar bear.

### Not a Word of Scandal

Married the call of a neighbor on Mrs. W. P. Spang, of Manville, Wyo., who said: "She told me Dr. King's New Life Pills had cured her of obstinate kidney trouble, and made her feel like a new woman." Easy, but sure remedy for stomach, liver and kidney troubles. Only 25c at all dealers.

## JOE KENDRICK

TAILOR

SAMPLE ROOM

The Old Inn

Tailoring for Women and Men.

Cleaning and Dyeing

TAZEWELL, VIRGINIA.

### Senatorial Convention at Abingdon

Chairman H. L. Kent, of Smyth county, Chairman R. J. Summers, of Washington county, and Chairman G. E. Goodell, of the city of Bristol, have called a convention of the Republicans of the First senatorial district, which is composed of the two counties and city mentioned, for the purpose of nominating a candidate for the State senate, subject to the November election. The convention will be held at Abingdon Saturday, September 16. At the same time and place the Republicans of Washington county and the city of Bristol will nominate two candidates for the House of Delegates.

### No Need to Stop Work.

When your doctor orders you to stop work, it staggers you. "I can't," you say. You know you are weak, run-down and failing in health, day by day, but you must work as long as you can stand. What you need is Electric Bitters to give tone, strength and vigor to your system, to prevent breakdown and build you up. Don't be weak, sickly or ailing when Electric Bitters will benefit you from the first dose. Thousands bless them for their glorious health and strength. Try them. Every bottle is guaranteed to satisfy. Only 50c at all dealers.

## COME TO BENTON COUNTY

### CENTRAL EASTERN MINNESOTA.

The soil is a rich, warm timber and leaf loam with good clay sub-soil, no stumps or stone, rivers and lakes in abundance, good hunting and fishing, water of delicious coolness and absolute purity easily obtained. Corn and small grains yield heavily; clover, timothy and other tame grasses are at home here. Stockraising and dairying; Minnesota creamery butter received highest awards at Pan-American and St. Louis exhibitions. Every vegetable and root crop does well; great small fruit country, apples do well. Fuel is cheap. Country is well settled; rural mail, live and telephone lines. Improved farms from \$35 to \$50 per acre, wild land \$15 up. We have a few improved farms that MUST BE SOLD AT ONCE. Write for list and prices of our farms.

FOR SALE—240 acre farm in Benton county, Minn. Good buildings, telephone and R. F. D. Must be sold at once, easy terms. \$300 per acre. Write for description of our other lands.

### THE BENTON COUNTY REAL ESTATE COMPANY

Sauk Rapids, Minnesota.

### Careless About Appendicitis in Tazewell.

Many Tazewell people have stomach or bowel trouble which is likely to turn into appendicitis. If you have constipation, sour stomach, or gas on the stomach, try simple buckthorn bark, glycerins, etc., as compounded in Adler's, the new German appendicitis remedy. The Richlands Mercantile Co., Richlands, Va., and John E. Jackson, druggist, Tazewell, Va., state that A SINGLE DOSE of this simple remedy will relieve bowel or stomach trouble almost INSTANTLY.

The free attractions at the Great Roanoke Fair this year will exceed in number and quality any heretofore given. September 26-29.

## Wood's Fall Seed Catalogue

just issued—tells what crops you can put in to make the quickest grazing, or hay, to help out the short feed crops. Also tells about both

### Vegetable and Farm Seeds

that can be planted in the fall to advantage and profit.

Every Farmer, Market Grower and Gardener should have a copy of this catalog.

It is the best and most complete fall seed catalog issued. Mailed free. Write for it.

**T. W. WOOD & SONS,**  
 Seedsmen, - Richmond, Va.

## SUCCESS TODAY

Is Measured by Position

A business and Stenographic Education leads Surely and Quickly to a Permanent and Profitable Position. Students are entering daily at the Big College. The

## ROANOKE National Business College

Conceded the leading Business College of the South.

**E. M. COULTER, President, ROANOKE, VA.**

## Increase Your Earning Capacity

The earning capacity of the average young man or woman is measured by his or her ability to produce business results. These results are measured by the actual capacity one attains through actual work, or through business training institutions.

The Central Business College, of Roanoke, Va., embraces a full, thorough and practical course. The celebrated Charter System of Shorthand and Budget Bookkeeping that is used by the celebrated Eastman Business College of Poughkeepsie, New York, is taught in this College.

Fathers and mothers owe it to their sons and daughters to give them a business education. Your opportunity is NOW. Don't delay, but write at once for further information to

**PROF. J. C. STYER**

Principal Central Business College, Roanoke, Virginia.

Fall Session Opens September 5th.

## BUSINESS BUILDING.

By DUNDAS HENDERSON

Advertising Manager of the C. E. Zimmerman Co., Chicago.



## THE EVOLUTION OF RETAIL ADVERTISING

RECENTLY, before the Rochester (N. Y.) Advertising Club, Julius Schneider, for some time advertising manager of "The Fair," of Chicago, and one of the best known retail advertising men in the country, gave a lecture on "The Next Evolution in Advertising." He stated that, in his opinion, this was the awakening of local advertisers to the absolute necessity for high grade advertising service such as had made fortunes for the large stores in the big cities. He advised the merchants in each locality to join forces and engage the best advertising talent on a co-operative basis, and pointed out that this really must happen in a very short period as a natural advance of the times.

Mr. Schneider and others, evidently do not know that this evolution towards high grade special service has been taking place for some time. It began with what are called "Cut Services." That is, an engraving house in one of the bigger cities would get out a number of more or less comic advertising cuts, wretchedly drawn by a cheap artist, which it sold to a retailer, sometimes with a little advertising matter, in a series of 26 or 52, one cut for each week in the year.

While this was all educative, and as such deserves some credit, it has probably done more harm amongst retailers, to the value of real publicity, than anything else.

There are a great many of my readers who now have boxes of such cuts lying around their stores with no clear idea of what to do with them, and even yet those small cut "services" are being sold to deluded merchants by glib traveling salesmen.

Another herald of the new special retail advertising was the local writer. He is also evolving. He has been getting better every year till now, in some ways, he is quite accomplished. In the majority of cases, however, the local ad writer has been somewhat like "Our Johnnie," who has won a prize for drawing b'gosh! and who forthwith blossoms out into a famous artist—locally. This class of publicity has likewise done its share in giving the retail merchant cold feet. The local advertisement writer has been mostly a shining example of the trite saying "a little knowledge is a dangerous thing."

The next phase in the evolution was one that bid fair to solve all difficulties. About a year or two ago a famous artist, who had made a reputation for a comic series of newspaper pictures, was induced to draw his comics into advertisements. These were syndicated in electrolyte form all through the United States and Canada to all classes of retailers, the large quantity sold of each electrolyte making it possible to quote extremely low prices to the local merchants. That was the next rise in grade from the old comic cuts of the local engravers, because these drawings were well done by a first class artist of acknowledged standing.

We have now advanced one step further. The idea that it is necessary to have a comic drawing to attract attention is exploded. As a matter of fact,

a comic cut does more harm to the advertisement than good, for it makes the whole advertisement laughable and when people laugh at a thing they seldom buy it. It is unfortunate that many merchants do not realize this even now. A good joke in picture form still appears to many of them to be the acme of successful publicity. But they are learning.

There are now one or two concerns who, with strong financial backing, supply retail merchants with advertisements, illustrated by the best artists and written by advertising experts who have specially dedicated themselves to the work and who are paid large salaries for their services. The advertisements supplied by these firms are of the same grade as those used by the large department stores and national advertisers; they are scientifically correct and are guaranteed to bring the retailer the maximum of returns. They are supplied to the local merchant with the sole right of use in his own locality.

Owing to the enormous number sold of each advertisement, they can be purchased at a nominal cost, even as low as one dollar per week. If the merchant wanted to have the same ads written for his own individual use, they would cost him about \$300 each. The sale of this new style of up-to-date advertising is growing enormously. It is being used in thousands of towns throughout the country and there are about 150 high grade salesmen selling it daily.

The nature of this new up-to-date advertising service will be seen by the reduced face similes of advertisements shown at the top of this column.

This new style of advertising is called Syndicated Advertising Service, and its development is the latest evolution of retail publicity.

The local retailer has seldom the ability to write salesmanship for his newspaper space. It requires special training to write advertisements that sell goods, just as it necessitates training to practice law or medicine.

When your body is sick you do not try to cure yourself, you take medical advice and apply the treatment that is given you by the trained physician. If you are wise, you apply the same principle to your sick business, you use the medicine—successful salesmanship in your local newspaper—prescribed for you by the advertising expert.

The highest grade of expert publicity service in this country today is embodied in this new syndicated advertising service. High priced men with national reputation in the retail advertising field are constructing these advertisements, and the merchant who uses them persistently and constantly in his local newspaper, is a long way on the road to financial independence.

Full particulars of this new syndicated advertising will be supplied by the editor of this paper. Get them today. Their application will materially increase your business and give your newspaper space 100 per cent value as a business puller.

## THE GREAT ROANOKE FAIR

ROANOKE, VIRGINIA.

September 26, 27, 28 and 29, 1911.

"Bigger and Better than Ever."

**4 DAYS AND NIGHTS 4**

\$20,000 Offered in Premiums and Purses.

The Best Free Attractions That Money Can Buy.

**SUPERB DISPLAY OF FIREWORKS EVERY NIGHT**

The Great Annual Event—Every Day a Big Day—Something New and Thrilling Every Day.

Reduced Rates on all Railroads  
 For Premium Lists, Programs and other information, address,

Sept. 7—3w  
 L. A. SCHOLZ, Sec'y,  
 Roanoke, Virginia.



They never need repairs, never need any attention in fact except an occasional coat of paint. They're Fireproof—Stormproof and suitable for all kinds of buildings. For further detailed information apply to

**Tazewell Planing Mill Co.,**  
 Tazewell, Va.

## ANNOUNCEMENTS

### FOR CLERK.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for the office of Clerk of Tazewell county at the election to be held November 7th, 1911, and earnestly solicit the support of all voters.  
 Respectfully,  
 C. W. GREEVER.

I hereby announce myself a candidate for the office of County Clerk of Tazewell county, at the election to be held November 7th, 1911, and respectfully solicit the support of all voters.  
 Jno. T. Barns.

FOR COMMONWEALTH'S ATTORNEY.  
 I hereby announce that I am a candidate for the office of Commonwealth's Attorney of Tazewell county, at the election to be held November 7, 1911, and respectfully solicit the support of all voters.  
 James W. Harman.

### FOR TREASURER.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for the office of Treasurer of your county and respectfully solicit your support at the election to be held November 7th, 1911.  
 Respectfully,  
 H. P. Brittain.

### FOR SHERIFF.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for the office of Sheriff of Tazewell county, at the election to be held November 7th, 1911, and respectfully solicit your support.  
 S. S. F. Harman.

FOR COMMISSIONER OF REVENUE.  
 To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for Commissioner of the Revenue in the Jeffersonville Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 T. M. Hawkins.

I hereby announce myself a candidate for Commissioner of the Revenue for Jeffersonville Magisterial District and respectfully solicit the support of all voters at the election to be held November 7, 1911.  
 Respectfully,  
 T. G. McCall.

I hereby announce myself a candidate for Commissioner of Revenue for Jeffersonville District and respectfully solicit the support of all voters at the election to be held November 7th, 1911.  
 Respectfully,  
 Joseph A. Crockett.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for the office of Commissioner of Revenue for Jeffersonville Magisterial District of your county and respectfully solicit your support at the election to be held November 7th, 1911.  
 G. O. BANDY.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for the office of Commissioner of Revenue for Clear Fork Magisterial District of your county, and respectfully solicit your support at the election to be held November 7th, 1911.  
 J. G. Gillespie.

To the Voters of Tazewell County:  
 I hereby announce myself a candidate for Commissioner of the Revenue in Clear Fork District in the fall election and respectfully solicit your support. I am not controlled by any "clique or ring," and if elected, will discharge the duties of the office to the best of my ability.  
 C. W. Mathews.

To the Voters of Tazewell County:  
 I am a candidate for the office of Commissioner of the Revenue in the Maiden Spring District, and would be thankful for the support of the voters at the coming election.  
 Very respectfully,  
 Chapman H. Peery.

To the Voters of Tazewell County:  
 I hereby announce myself a candidate for Commissioner of the Revenue for Jeffersonville Magisterial District of Tazewell county and respectfully solicit your support at the election to be held November 7th, 1911.  
 T. L. Francis.

I hereby announce myself a candidate for Commissioner of the Revenue for Maiden Spring Magisterial District of Tazewell county, and respectfully solicit your support at the election to be held November 7th, 1911.  
 J. B. Altizer.

FOR JUSTICE OF THE PEACE.  
 To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for the office of Justice of the Peace for Jeffersonville Magisterial District, and respectfully solicit your support at the election to be held November 7th, 1911.  
 R. G. Harrison.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for Magistrate of the Maiden Spring District at the election to be held Nov. 7, 1911.  
 J. F. Beavers.

To the Voters of Maiden Spring District:  
 I hereby announce myself a candidate for the office of Justice of the Peace for Maiden Spring District, and respectfully solicit your support at the election to be held November 7, 1911.  
 L. D. Kingsbury.

To the Voters of Maiden Spring District:  
 I hereby announce myself a candidate for the office of Justice of the Peace for Maiden Spring Magisterial District and respectfully solicit your support at the election to be held November 7, 1911.  
 J. P. Whitt.

FOR SUPERVISOR.  
 To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for Supervisor of Jeffersonville Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 D. B. Daniel.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for Supervisor of Clear Fork Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 C. A. Wagner.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for Supervisor of the Jeffersonville Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 C. J. McGlothlin.

To the Citizens of Tazewell County:  
 I hereby announce myself a candidate for Supervisor of the Jeffersonville Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 Fullen Thompson.

I hereby announce myself a candidate for Supervisor of the Maiden Spring Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 D. C. Lowe.

After thanking the people of Maiden Spring for electing me three times as Supervisor, I announce myself a candidate for Supervisor of Maiden Spring District, at the election to be held November 7, 1911.  
 W. L. C. Burke.

FOR CONSTABLE.  
 To the Voters of Maiden Spring District:  
 I hereby announce myself a candidate for Constable of Maiden Spring Magisterial District, and respectfully solicit your support at the election to be held November 7, 1911.  
 Tom H. Steele.

To the Voters of Maiden Spring District:  
 I hereby announce myself a candidate for the office of Constable and earnestly solicit your support, and if elected will faithfully perform the duties of said office.  
 Respectfully,  
 L. D. Boyd.

To the Voters of Jeffersonville District:  
 I hereby announce myself a candidate for Constable of Jeffersonville Magisterial District, and respectfully solicit the support of all voters and as an old Confederate veteran who lost a leg in the fierce fighting at Gaines' Mill in 1862, I especially appeal to my old companions in arms to give me their support at the election to be held November 7, 1911.  
 G. T. Gerald.

To the Voters of Jeffersonville District:  
 I hereby announce myself a candidate for the office of Constable for Jeffersonville District, and respectfully solicit your support at the election to be held November 7th, 1911.  
 S. E. Mitchell.

## Don't Suffer!

"I had been troubled, a little, for nearly 7 years," writes Mrs. L. Fincher, in a letter from Peavy, Ala., "but I was not taken down, until March, when I went to bed and had to have a doctor. He did all he could for me, but I got no better. I hurt all over, and I could not rest. At last, I tried Cardui, and soon I began to improve. Now I am in very good health, and able to do all my housework."

## TAKE The CARDUI Woman's Tonic

You may wonder why Cardui is so successful, after other remedies have failed. The answer is that Cardui is successful, because it is composed of scientific ingredients, that act curatively on the womanly system. It is a medicine for women, and for women only. It builds, strengthens, and restores weak and ailing women, to health and happiness.

If you suffer like Mrs. Fincher did, take Cardui. It will surely do for you, what it did for her. At all druggists. Write to: Ladies' Advisory Dept., Chattanooga Medicine Co., Chattanooga, Tenn., for Special Instructions, and 64-page book, "Home Treatment for Women," sent free. 1/60

## F. B. Greenawalt & Co.,

Dealers in and Manufacturers of

Marble and Granite

**MONUMENTS and TOMBSTONES**

Iron Fencing and all kinds of Cemetery work done in the neatest style.

SATISFACTION GUARANTEED.

Wytheville, Va.